



# News Release

**ORANGE COUNTY/INLAND  
EMPIRE DISTRICT OFFICE**

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**Release Date:** April 9, 2019

**Contact:** Sheree Coates (714) 560-7466

**Release Number:** OCIE-19-07

**Internet Address:** <http://www.sba.gov/ca/santa>

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## **Jeff Perry, President of All Industrial Tool Supply Selected as 2019 California Small Business Person of the Year**

*SBA's support programs unleashed the company's potential for revenue growth, job creation and economic opportunity.*

**SANTA ANA, Calif.** – The U.S. Small Business Administration, Orange County / Inland Empire District Office is pleased to announce that Jeff Perry, President of All Industrial Tool Supply, will be recognized as the 2019 California Small Business Person of the Year. Perry was nominated for the award by Sharon Peterson, Alumni Manager, Southern California Region for the Goldman Sachs 10,000 Small Businesses Program.

All Industrial Tool Supply is a full-service distributor of metalworking tools and industrial supplies and headquartered in Huntington Beach, CA. It was founded by Perry in 2010 by working out of a spare bedroom and a corner of his garage. With exploding ecommerce sales during the 2012 holiday buying season, Perry and his two employees were not prepared to deliver on the strict online retailer fulfillment schedule and manage the local business at the same time. This motivated Perry to leverage free and low-cost resources such as SBA's Emerging Leaders program, Orange County SCORE's mentoring services and their CEO Forum. These programs provided the tools of professional support, business training and management education to unleash the company's potential of revenue growth, job creation and economic opportunity, leading to considerable growth across the entire company.

All Industrial Tool Supply has since grown into an e-commerce leader and a partner to Southern California manufacturers with an outside sales staff. Having 9,000 sq. ft. of inventory space to provide metalworking tools and industrial supplies worldwide, the company now supports 17 employees. It has more than doubled web traffic from 2017 to 2018, served over 151,000 unique visitors on their company website and through Perry's leadership and vision the company has grown 30-40% every year. All Industrial Tool Supply has been featured three times on the Inc. 5000 List of Fastest Growing Companies in America and the Orange County Business Journal's List of Fastest Growing Companies three years running. Perry is an alumnus of the Goldman Sachs 10,000 Small Businesses program and now mentors other business owners; he donates tools to local vocational schools and non-profit organizations, organizes charitable fundraisers and serves on several committees.

Jeff Perry will be recognized as the 2019 California Small Business Person of the Year in Washington, D.C. on May 5-6, 2019 with other State winners where the National Small Business Person of the Year will be announced. Locally, Perry will be highlighted at the Small Business Week Awards program on Friday, June 7 from 10:30 a.m. until approximately

2 p.m. at the Disneyland Hotel Grand Ballroom. For more information on the event, email [events@ochcc.com](mailto:events@ochcc.com) or call (949) 891-1464.

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### **About the U.S. Small Business Administration (SBA)**

The U.S. Small Business Administration (SBA) was created in 1953 and is a Cabinet-level agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses, and recover from disasters. Through an extensive network of field offices and partnerships with public and private organizations, the SBA delivers its services to people throughout the United States, Puerto Rico, the U.S. Virgin Islands and Guam. To learn more about SBA, visit [www.sba.gov](http://www.sba.gov).

### **About the Orange County / Inland Empire District Office**

The Orange County / Inland Empire District Office, under the leadership and vision of J. Adalberto Quijada, District Director, is responsible for the delivery of SBA programs and services in the Southern California counties of Orange, Riverside, and San Bernardino. Located in Santa Ana near John Wayne Airport, the office and its staff facilitate understanding and access to SBA loan programs; coordinate and conduct hundreds of training sessions and special events annually such as matchmaking forums and loan workshops; and manage a portfolio of nearly 100 businesses enrolled in the agency's 8(a) business development program.